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## **Responding to a Sourcing Event**

When a vendor learns of a bid opportunity with the State of North Carolina via an IPS posting, they can follow an embedded URL link to a public posting summary on Ariba Discovery. Vendors with an Ariba Network account can then respond to the Solicitation by accessing the 'Sourcing Event,' which is an electronic collection of all the requisite details provided by the State's Sourcing Agent, and a template into which a vendor can respond with information and attachments.

## I. Ariba Discovery Public Posting

IPS will direct vendors to the Public Posting for the 'Sourcing Event' on Ariba Discovery. Vendors do not need an Ariba Network account to see this page.

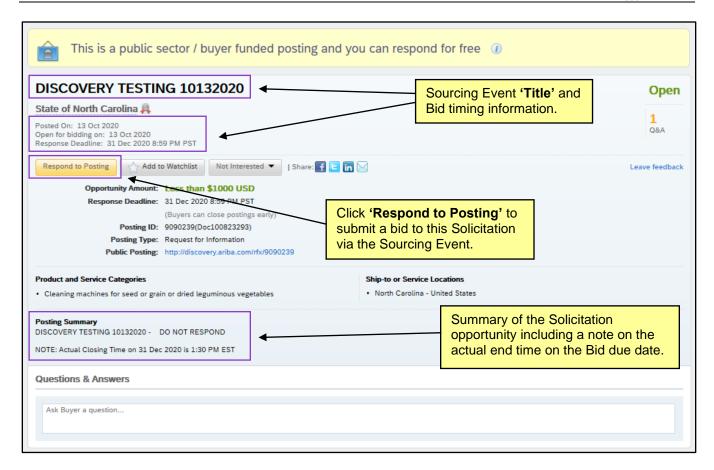
- 1. The 'Title' of the Event will be listed in the top left of the Public Posting.
- 2. **'State of North Carolina'** will display below that indicating that this Event is for a Solicitation from a State Agency.
- 3. Bid Timing information will display below that, alerting the user to important timing specifications, such as when bidding opens and closes.

**Note:** The actual time for the 'Response Deadline' may be different than what is listed on this page. Ariba Discovery postings default to display times in the Pacific Time Zone on the due date, so they will appear to close 3 hours before they actually do. Sourcing Agents are instructed to note the actual closing time in the 'Posting Summary' field towards the bottom of this page, and it should be clear exactly what that is once the user selects to Respond to this posting.

- 4. The 'Public Posting' field will list the URL for the page that is currently displayed.
- 5. 'Product and Service Categories' and 'Ship-to or Service Locations' are the values that will trigger a Discovery User to see this posting in the 'My Leads' section of their Ariba Network homepage.
- 6. The 'Posting Summary' field will include a brief description by the State's Sourcing Agent as to the overall nature of the Solicitation, and this should match what was posted in IPS.

**Note:** As mentioned in Step 3, the Sourcing Agent should include a note here of what the actual due date and time is for the solicitation.

- 7. If the vendor has questions for the State's Sourcing Agent, they should NOT use the 'Questions & Answers' section at the bottom of the page. Per the instructions in the Solicitation Document, questions should be directed to the Sourcing Agent via the 'Event Messages' page within the Sourcing Event. This can be accessed once the vendor clicks the 'Respond to Posting' button.
- 8. If the user decides they would like to respond to this solicitation request with a bid or proposal, they will click the orange 'Respond to Posting' button. If they are already logged into their Ariba Network account, they will be taken directly to the Sourcing Event. If they are not, they will be taken to the Login page before being redirected to the Sourcing Event. If they do not have an Ariba Network account, they can create one so that they will be able to respond to this Solicitation via the Sourcing Event. For more information on creating an account, please see the 'Accessing the Ariba Network' Job Aid.

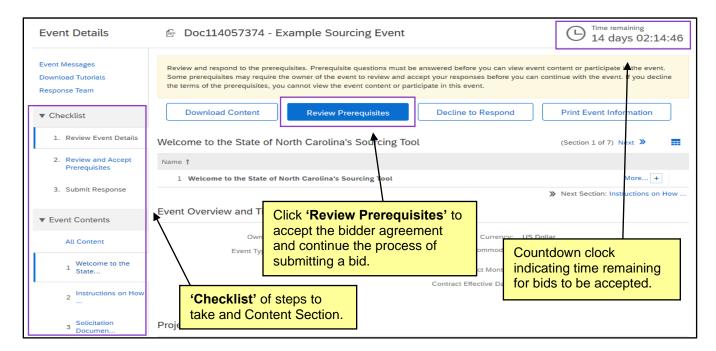


## II. The Sourcing Event Overview

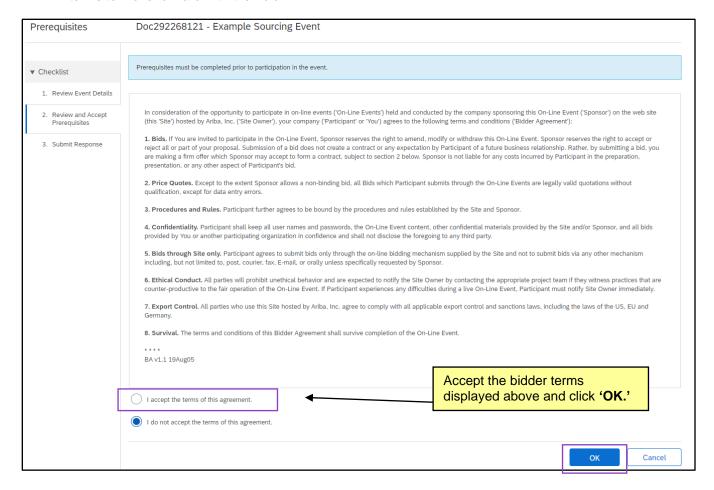
Once the user clicks on 'Respond to Posting,' they will be directed to the Sourcing Event where they can review the details of the Solicitation and provide a response to the Sourcing Agent for their consideration.

- The top of the Sourcing Event will display the event title and a countdown clock of the time remaining for vendors to submit their bid. Despite what may have been listed (Pacific Time Zone) in the Ariba Discovery Public Posting, the timing in the top right will be the official deadline, down to the second.
- 2. The left side of the screen will provide a 'Checklist' of the steps to be taken when responding to this Solicitation. Users can 'Review Event Details' by clicking on the numbered 'Event Content' sections below to change the view of what's on their screen. A subsequent screen will show all of this information in great detail all together.
- 3. The next step will be to 'Review and Accept Prerequisites,' which represents the bidder agreement, and acceptance of these is required to submit a bid.
- 4. Additionally, the 'Download Content' button will allow the user to download Event information in a detailed Excel document, as well as download any attachments the Sourcing Agent included in this Event. The user can click 'Decline to Respond' if they do not wish to submit a bid for the Solicitation, but do wish to let the Sourcing Agent know they saw the posting, and the 'Print Event Information' button will export Event information into a Word document.

# NC eProcurement Responding to a Sourcing Event



After clicking 'Review Prerequisites,' the bidder agreement is displayed, and the user must accept the terms to move forward with their bid.



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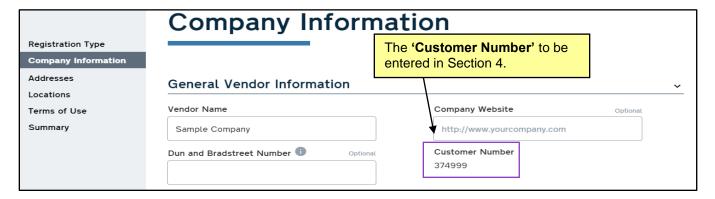
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- 6. Once the terms have been accepted, the entirety of the Event content will display. This is where all important information and instructions for vendors to consider when responding will be located.
- 7. The Sourcing Event content will be broken down into numbered sections, typically as follows:
  - 1) **Welcome to the State of North Carolina's Sourcing Tool:** A welcome message and outline of the overall process for submitting a bid. No action is required in this section.
  - 2) **Instructions on How to Use the Sourcing Tool:** Instructions, tips, and links to resources for help in submitting a bid. No action is required in this section.

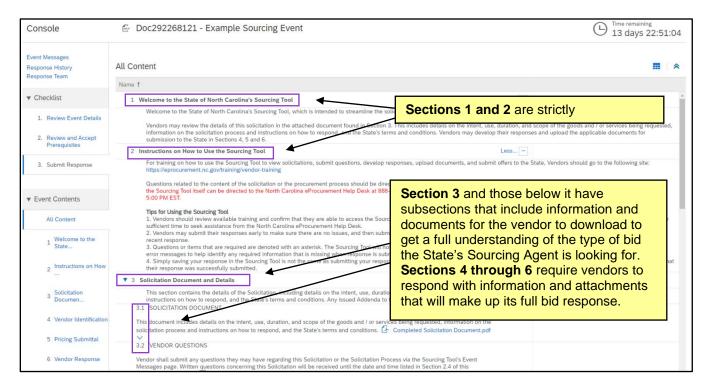
**Note:** Questions or issues related to using the Sourcing Tool can be directed to the North Carolina eProcurement Help Desk at 888-211-7440, Option 2. Help Desk representatives are available Monday through Friday from 7:30 AM ET to 5:00 PM ET.

- 3) Solicitation Document and Details: In this section vendors will find the 'Solicitation Document' that includes the important, specific details about the Solicitation to which they will respond with a bid. They can also find vendor instructions, general terms and conditions, and any 'Addenda' to the Solicitation will also be posted here if necessary. This is the first section that will have subsections.
- 4) **Vendor Information:** In this section vendors will provide their NC eVP **'Customer Number.'** This is found by logging into eVP and going to the **'Company Information'** section.



- 5) **Pricing Submittal:** Vendors will download an attachment, fill it out with their pricing information, and reattach it for the Sourcing Agents to review. Less commonly, vendors may be asked to enter their pricing information directly into the tool via a **'Line Item Pricing'** field instead of via attachment.
- 6) Vendor Response: This section contains several attachments for the vendor to download, complete, and reattach, that the Sourcing Agent will consider along with the pricing submittal when reviewing all responses. Most of these attachments are required to be returned in order to submit the response.

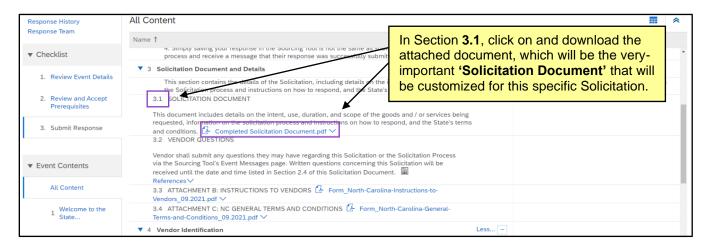
**Note:** The exact content in each of these sections may differ based on the type of Solicitation posted by the State's Sourcing Agent. An **IT Solicitation** will be structured slightly different than a **Non-IT Solicitation**, and the exact structure of a **Solicitation for Goods** (more attachments in Section 6) will differ slightly from that of a **Solicitation for Services**. It is extremely important that vendors responding to Solicitations pay close attention to the exact structure of that specific Sourcing Event, as it could differ slightly from that in a separate Event to which they have previously responded for the State.



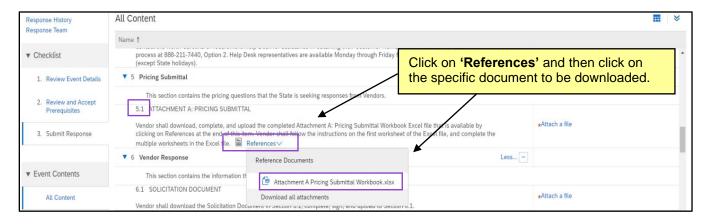
## **III.** Downloading Attachments

It will be important for vendors to download certain documents when composing their bids, the 'Solicitation Document' being the most important of these.

Navigate to subsection 3.1 and click on the attached document highlighted by blue text, then click 'Download this attachment' in the subsequent popup menu. This should be the 'Solicitation Document' that the Sourcing Agent has customized for this specific Solicitation. It will include information and instructions about timing, Agency contacts, and many other important details. Keep this for informational purposes and be sure to read it very carefully for any important instructions for formulating a bid.



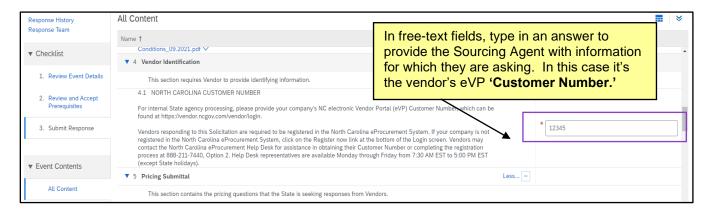
- 2. Other subsections may have a 'References' section following their text. Vendors can find important documents to download here, as well. A specific example of this is in subsection 5.1 in the below screenshot which contains the 'Pricing Submittal Workbook' for the vendor to download, fill out, and reattach.
- Click on 'References' highlighted in blue text at the end of the subsection and select the specific document to download. If there are multiple documents to download, the user may click 'Download all attachments.'



## IV. Providing a Bid Response via Answers and Attachments

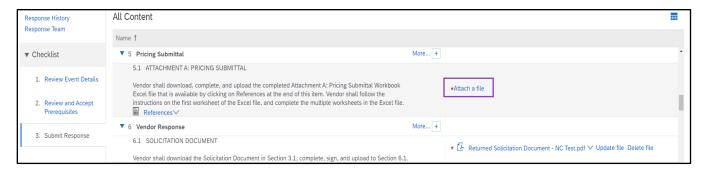
Beginning in Section 4, as the vendor scrolls down the Content section of the Sourcing Event, there will be fields into which they can provide answers to questions or upload attachments. Answers in some of those fields will be entered with free-text while the other sections will allow the vendor to upload those attachments. A red asterisk (\*) to the left of a field will indicate that an answer or attachment is required. If a vendor attempts to submit a bid without having completed all required fields, the system will display an error message and direct the vendor to the incomplete field(s).

- 1. Subsection **4.1** is the first field into which an answer can be provided. This is a free-text field and is required, as designated by the red asterisk.
- 2. The vendor should type their eVP 'Customer Number' into this field.

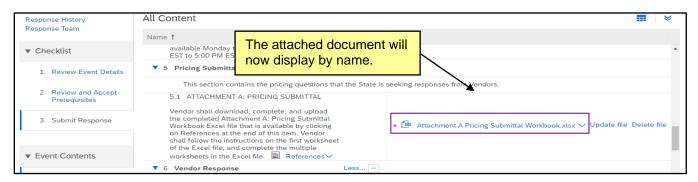


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3. Subsection is 5.1 is the next field that needs to be answered. After downloading the Pricing Template per the instructions in Step 3 of the previous section, the vendor should fill it out with their pricing specifics and attach it back to the response by clicking on 'Attach a file.' On the subsequent 'Add Attachment' screen, browse and select the file to attach from their desktop, then click 'OK.'

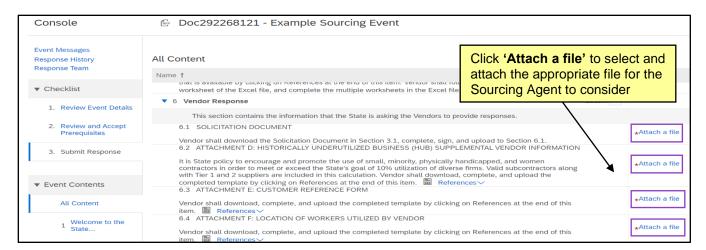


4. Once the file is attached, it will display by name where 'Attach a file' used to display. If the wrong file was attached, click 'Update a file' to replace it, or click 'Delete file' to remove it.



5. Section 6 provides several other subsections in which to return a completed attachment, most importantly is subsection **6.1**, where the vendor will return the completed Solicitation Document from subsection **3.1** that includes their signature. For most of these subsections, it will be required that an attachment is returned, and solicitations for **'Goods'** will have more subsections than those for **'Services.'** 

**Note:** It is important to verify that all returned attachments contain the correct information and can be opened by the Sourcing Agent. The file size limit is 100MB.





## V. Submitting a Bid Response

1. When all questions have been answered and attachments have been uploaded, the vendor should carefully review their answers for accuracy, scroll to the bottom of the screen, and click the 'Submit Entire Response' button if they are ready to send their bid to the Sourcing Agent for consideration. If there is still more work to be done and the bid is not ready to be submitted quite yet, the user can click 'Save draft' and return to complete the response portion at a later time.

#### Notes:

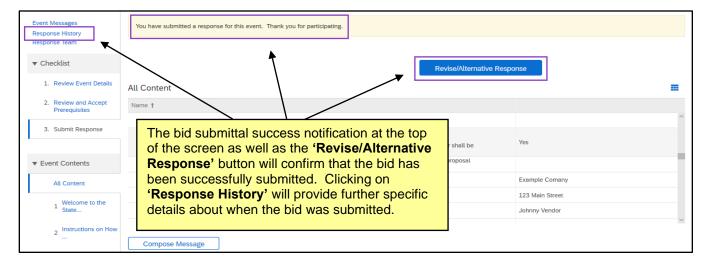
- It is advised that bids responses be submitted 48 hours prior to the bid '**Due Date**' time, and that vendors open all attachments to check that they are accurate and readable before submitting.
- If a vendor needs to submit separate bid responses to the same Sourcing Event for multiple subsidiaries (NOT alternative bids from the same vendor) to be evaluated separately against each other, they should create separate Ariba Network accounts for each subsidiary. For more information on creating accounts, please see the 'Accessing the Ariba Network' job aid.



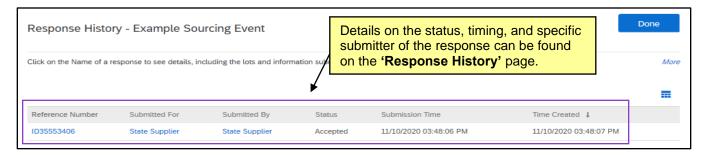
2. If any required information is missing, an error notification will prevent submission and alert the user to the specific issue that needs to be corrected. The vendor should fill those out and then click 'Submit Entire Response' again.



3. Once a bid has been successfully submitted, a note at the top will read "You have submitted a response for this event. Thank you for participating." That and a visible 'Revise/Alternative Response' button will confirm that your bid has been submitted. As well, users can click on 'Response History' in the top left of the screen to see the exact timing of when bids were submitted and accepted.



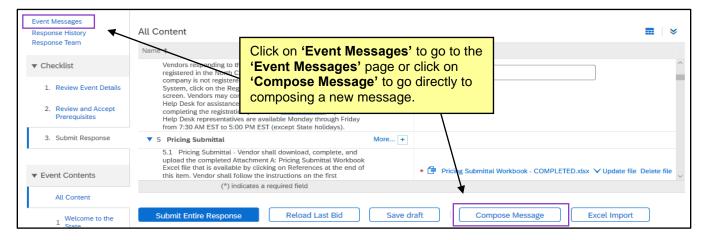
4. The 'Response History' page will display if the vendor clicks 'Response History.'



## VI. Asking Questions via the Message Board

Vendors may ask questions to the Sourcing Agent up until the deadline listed for a question and answer period in the Solicitation Document. Per subsection **3.2**, vendors are instructed to submit questions regarding the Solicitation or Solicitation Process via the Sourcing Tool's **'Event Messages'** page.

 To submit a question to a Sourcing Agent, click the 'Event Messages' link in the top left of the screen, or to create a message immediately, click the 'Compose Message' button at the bottom of the screen.



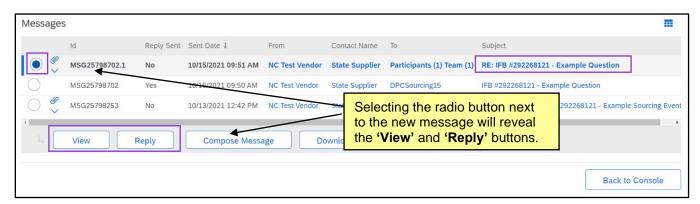
- 2. The 'Event Messages' page will display all outgoing and incoming messages relating to the Sourcing Event. Some messages will be solely between the Sourcing Agent and the vendor, while other messages from the Sourcing Agent will have gone to all vendors who have responded to the Event. Click on 'Back to Console' to return to the Event overview or click 'Compose Message' to create and submit a question to the Sourcing Agent.
- 3. The 'Compose New Message' page will display. The vendor must enter a descriptive 'Subject' (see instructions provided in the Solicitation Document) and include a message to the Sourcing Agent. There is also an option to click on 'Attach a file' and upload the any necessary files, then click 'Send.'



4. The outgoing message will display on the 'Event Messages' page with details including a time stamp.



5. If the Sourcing Agent replies, the message will display at the top of the 'Event Messages' page. Clicking the radio button to the left of the message will reveal the 'View' and 'Reply' buttons. Clicking 'View' or clicking on the message's 'Subject' will display the message details.

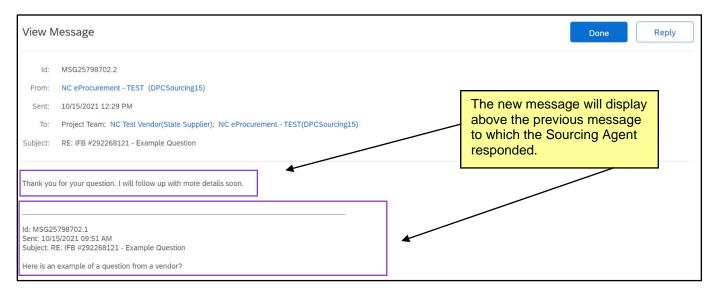


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Message details include the previous message to which the Sourcing Agent replied. Click 'Done' to go back to the 'Event Messages' page, or 'Reply' to respond to the Sourcing Agent.

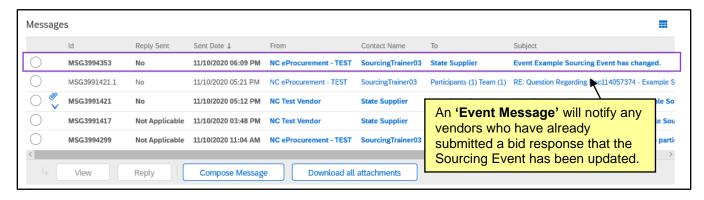


## VII. Finding and Responding to an Addendum

If a Sourcing Agent needs to issue an Addendum to the original Sourcing Event, whether responding to vendor questions or for any other reason, they will fill out a document detailing the changes and post that document into Section 3 of the Sourcing Event. They are also encouraged to notify any vendors who have already submitted a bid response that an Addendum has been issued, and this notification should come via an 'Event Message' as well as an email to the address on file for the responding vendor account.

If a vendor has not yet responded with a bid by the time an Addendum is posted, they should just take the addendum into account when submitting their initial bid. If they have already responded and wish to revise their bid based on new information, they can initiate an update by clicking the 'Revise/Alternative Response' button.

 Vendors who have submitted a response should be notified anytime the Sourcing Event is updated via the 'Event Messages' page. The message subject should indicate that the 'Sourcing Event has changed.' Vendors should also receive this message via email.



2. Clicking 'View' or on the message's 'Subject' will provide more details about the change, in this case indicating that a change has been made to the Sourcing Event. If viewing via email, the vendor can click a hyperlink that will take them directly from the email to the Sourcing Event (Note: they'll be directed to a log in page first).

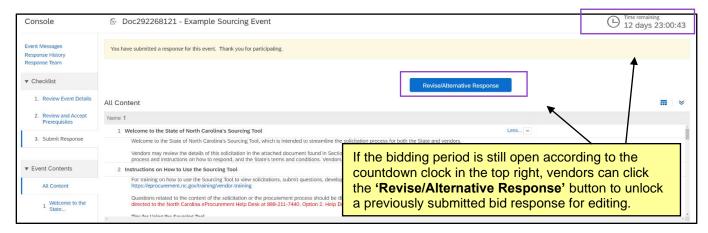
Sourcing Agents are advised to add an Addendum directly to Section 3. In most cases this should result
in an Addendum being attached to subsection 3.5 and continuing for every subsequent addendum (3.6,
3.7, etc). Vendors should locate the Addendum, download and read the attachment by clicking on the
blue text, and respond accordingly.



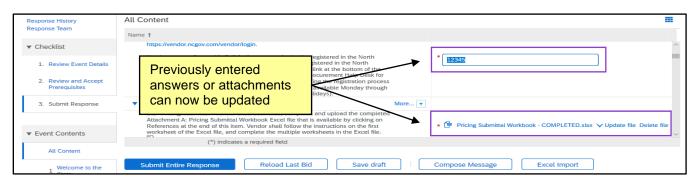
## VIII. Revising a Submitted Bid Response

Vendors can revise their submitted bid response as many times as necessary until the Event's deadline for accepting responses as indicated by the countdown clock in the top right of the screen.

 As long as the Sourcing Agent is still accepting responses to their Solicitation in the Sourcing Event, vendors can unlock a previously submitted bid response for revision by clicking the 'Revise/Alternative Response' button at the top of the screen.



Answer fields will be open for overwriting, and new attachments can be added.



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When all necessary changes have been made, click 'Submit Entire Response' to finalize and send the
updated bid response to the Sourcing Agent, or click 'Reload Last Bid' to erase any changes and revert
to the version on file before the edits were initiated.

#### Notes:

- If a revision is initiated but never resubmitted, or time expires before the vendor is able to resubmit, the last bid response on file will be the version evaluated by the Sourcing Agent.
- The revised submittal will be recorded on the 'Event Messages' and 'Response History' pages, and the 'Revise/Alternative Response' button will once again be visible.



## IX. Submitting Alternate Responses

Vendors can submit as many Alternate Responses as necessary. For example, maybe the pricing for a set of items in one color is different than the pricing for those same items in another color, and they want the Sourcing Agent to consider both bid responses. The vendor will submit a bid response for the first set of items in the normal fashion, and then they will attach all bid response information for the second set of items in a compressed file to the bottom of the same Sourcing Event. If a vendor needs to submit multiple Alternate Responses for the same Sourcing Event (i.e., a minimum of three total responses), they will create subfolders for each Alternate Response in one compressed file and submit them all together.

- 1. Vendors will find the 'Alternate Response' subsection at the end of Section 6 (the exact subsection differs based on the type of Solicitation to which they are responding). It is important that all portions of their primary response have been entered into the tool before proceeding.
- 2. Save the Alternate Response files, including a separate completed and signed Solicitation Document and Pricing File for each Alternate Response, in a Compressed Folder. Be sure to name each file in the folder so it can be clearly identified by the Sourcing Agent, and give the overall Compressed Folder a name that indicates it contains documents pertaining to an Alternate Response.
  Notes:
  - For most MS Windows users, a quick way to save a document into a Compressed Folder is to
    right-click on the document(s) needing to go into the folder, move the cursor down to 'Send to,'
    and select the option for 'Compressed (zipped) folder,' at which point other documents can be
    added, and the folder can be renamed.
  - If a vendor is submitting multiple Alternate Responses, the documents respective to each Alternate Response should be saved in separate, clearly-named subfolders within the same Compressed folder.

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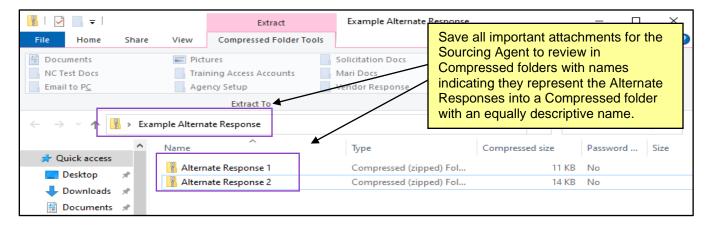
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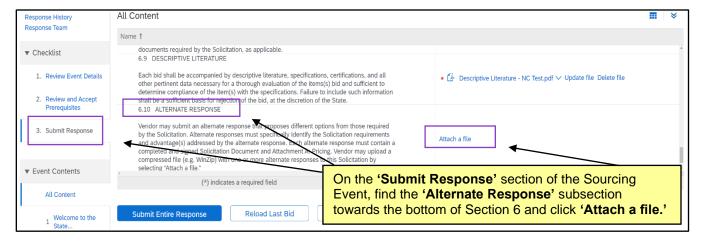
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3. Navigate back to the 'Alternate Response' subsection in Section 6 (in the screenshot below, it's subsection 6.10, but this may differ based on the type of Solicitation to which the vendor is responding) and click the 'Attach a file' link. Select the Compressed Folder with the Alternate Response attachments from the desktop and click 'OK.'



4. The Compressed Folder will now show as attached. If no other changes are necessary and all content has been reviewed for accuracy, click the 'Submit Entire Response' button. Once the bidding 'Due Date' arrives, the Sourcing Agent will be able to view the primary bid or proposal response along with any Alternate Responses.

